

Message Text

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INFO OCT-01 EUR-25 ISO-00 EB-11 DODE-00 CIAE-00 PM-07

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TO USMISSION NATO PRIORITY

C O N F I D E N T I A L STATE 200687

E.O. 11652: GDS

TAGS: N/A

SUBJ: NICS PRODUCTION SHARING

REF: USNATO 4830

1. BEFORE FURTHER CANVASSING POTENTIAL U.S. BIDDERS ON SUBJECT PROJECT AND MAJOR QUESTIONS RAISED IN REFTTEL, INITIAL INDUSTRY CONCERN IS TO WHAT IS INCLUDED IN OFF-SET OPTIONS BETWEEN 20 PERCENT AND 35 PERCENT. APPARENTLY PLANNING COMMITTEE REFERENCE TO "TOTAL CONTRACT PRICE" TOO INDEFINITE FOR DECISION MAKING PROCESS ON MATTER OF THIS SIGNIFICANCE.

2. RELATIVE TO TARES, DO PROPOSED OFF-SETS INCLUDE FOLLOWING:

- A) TECH. CONTROL?
- B) CIVIL WORKS?
- C) UNINTERRUPTABLE POWER SUPPLY?

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- D) POST ACCEPTANCE MAINTENANCE (FOR HOW LONG)?

E) TRAINING (DEFINED)?

F) HAS TOTAL PLANNED NUMBER OF SWITCHES CHANGED?

3. REFERENCE POSSIBLE THREE MONTHS TIME DELAY IN ISSUING IFB.
WOULD THAT HAVE COMMENSURATE EFFECT ON 1976 NICS FIRM OPERATIONAL
DATE MENTIONED BY THE SECRETARY GENERAL DURING U.S. VISIT?

4. INITIAL RESPONSE FROM INDUSTRY TO QUESTION RAISED IN PARA 5.
A) INDICATES THAT WHILE FINAL GUIDANCE AS TO ACTUAL PRODUCTION
SHARING PERCENTAGE FIGURE PREFERRED, LACK OF THIS DECISION
PROBABLY WILL NOT ELIMINATE MOST U.S. BIDDERS, ALTHOUGH ACCURATE
FIGURE MUCH DESIRED SOON AS POSSIBLE.

5. FOLLOWING YOUR FURTHER GUIDANCE ON PARAGRAPHS 2 & 3 ABOVE,
WILL PURSUE INDUSTRY CANVASS AS OON AS POSSIBLE. KISSINGER

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